

## Message Text

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PAGE 01 TOKYO 07088 211945Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----001005 212037Z /53

P 211106Z APR 78  
FM AMEMBASSY TOKYO  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 7306

UNCLAS TOKYO 07088

USDOC FOR USTS

E.O.11652: N/A  
TAGS: ETRD  
SUBJECT: JAPAN AIR LINES VISIT USA PROMOTION

JW-8-387 FOR MFO AND SCHMITZ.  
MR. KENJI KOSAKA, ASST MANAGER-ADVERTISING AND SALES  
PROMOTION OF JAPAN AIR LINES, WILL BE IN NYC WEEK OF  
APRIL 24. HE HAS VISITED USTS/TYO AND DISCUSSED JAL  
PLANS FOR A MAMMOTH VISIT USA PROMOTION TO TAKE PLACE  
THIS SUMMER AND FALL. WHILE MR. KOSAKA IS IN THE U.S.,  
HE DESIRES TO VISIT USTS/HQ TO MEET WITH SCHMITZ AND  
APPROPRIATE HEADQUARTERS PERSONNEL TO DISCUSS THESE  
PLANS AND SEEK POSSIBLE USTS SUPPORT. MR. KOSAKA WILL  
FLY TO WASHINGTON ON WEDNESDAY APRIL 26 AT TIME  
DESIGNATED BY YOU AND DESIRES ONE TO TWO HOURS OF YOUR  
TIME. MR. KOSAKA WILL CALL YOU ON MONDAY THE 24TH TO  
SET UP DEFINITE APPOINTMENT, AND CAN BE REACHED AT  
(212) 758-8850, C/O MIKE NAGAI, JAL/NYC REGIONAL VICE  
PRESIDENT'S OFFICE.

JAL STRONGLY REQUESTS USTS SUPPORT IN THEIR PROMOTIONAL  
EFFORTS, STATING THAT A PROGRAM SUCH AS THEY HAVE IN MIND  
CANNOT BE REALIZED WITHOUT USTS ASSISTANCE. WE AGREE  
THAT AN ALL-OUT VISIT USA PROMOTIONAL PROGRAM MOUNTED BY  
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JAPAN'S NATIONAL CARRIER IN COOPERATION WITH USTS WILL  
RESULT IN GREATLY INCREASED JAPANESE PUBLIC AWARENESS OF  
THE USA AS A PRIME TOURIST DESTINATION AND HOPE THAT YOU  
WILL MAKE EVERY EFFORT TO MEET WITH MR. KOSAKA TO OBTAIN  
FIRSTHAND INFORMATION ON THEIR PLANS. MANSFIELD

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ADVERTISING, TRADE PROMOTION, VISITS, MANAGERS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978TOKYO07088  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780171-0708  
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**Original Handling Restrictions:** n/a  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Subject:** JAPAN AIR LINES VISIT USA PROMOTION JW-8-387 FOR MFO AND SCHMITZ. MR. KENJI KOSAKA, ASST MANAGER-ADVERTISING AND SAL  
**TAGS:** ETRD, JA, US, (KOSAKA, KENJI)  
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**Review Markings:**  
Sheryl P. Walter  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014